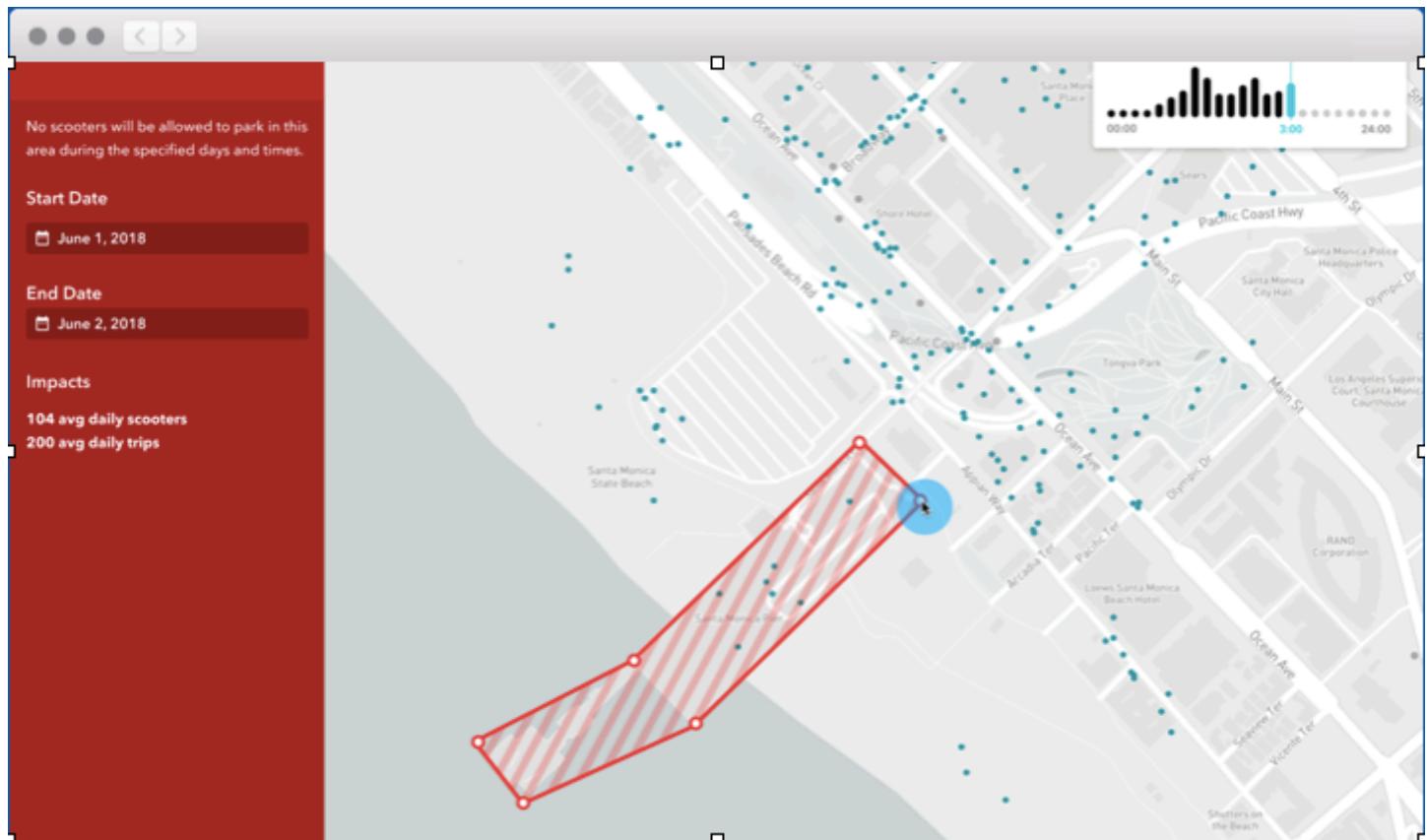


Co-create the future of mobility management.



Remix Mobility

Invitation to the Early Customer Program
for LADOT (Los Angeles, CA)

Introduction to Remix

Remix is a technology company building a software platform for local governments to take planning ideas from vision through implementation. Working with 300+ leading municipalities across the US, Canada, Australia, New Zealand, the UK, Ireland, Italy, Finland, Norway, Sweden, Iceland, Denmark, and the Netherlands, Remix brings the unique expertise of building innovative, new products through partnering with transportation and planning departments to push the industry forward.

The Remix founders started Remix as a Code for America initiative to build better technology solutions for government agencies. The platform was first built upon feedback from planners at the San Francisco Municipal Transportation Agency (SFMTA) and several consultancies, and then expanded to encompass feedback from 300 cities across 13 countries. (see more at remix.com).

A few of our customers since 2014:

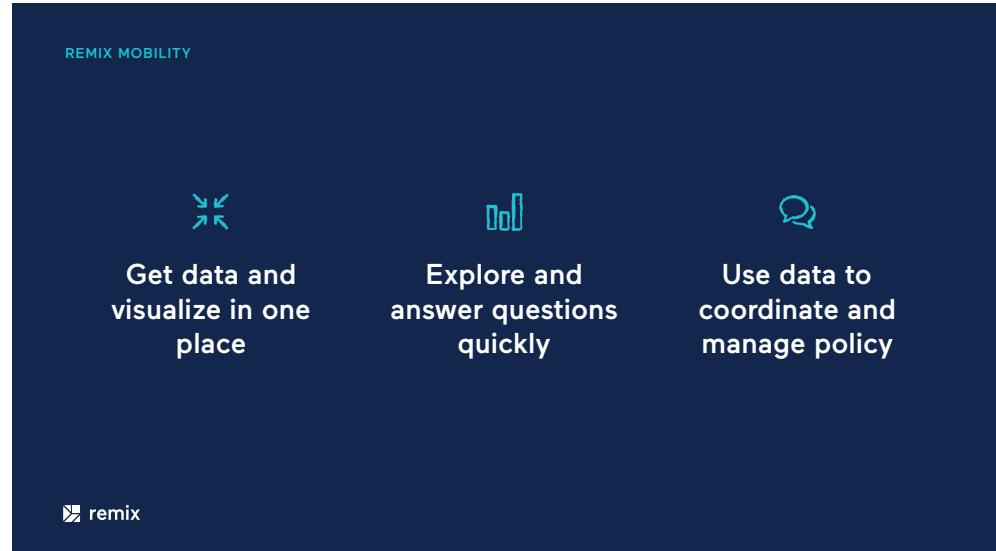


What is Remix Mobility?

New mobility options are rapidly changing cities' transportation dynamics and the way people move in a place. Cities have the great responsibility of managing the increasing competition of city space, while continuing to provide safe, sustainable, and equitable forms of movement for all.

Remix for New Mobility is a new, unique, web-based product for cities to analyze historical trends, test new regulations, and ultimately design intelligent policies for the ever-changing mobility space. These capabilities have never existed in a product before. The three key product pillars that are specifically unique are:

REMIX MOBILITY



-  **Get data and visualize in one place**
-  **Explore and answer questions quickly**
-  **Use data to coordinate and manage policy**

remix

Example Screenshots of Remix for New Mobility Platform

Note: images are for illustrative purposes only. They do not represent real data, and are based off initial feedback and prototyping. Concepts are subject to refinement and modification throughout the 12-month program.

Figure 1: Bring everything into one view

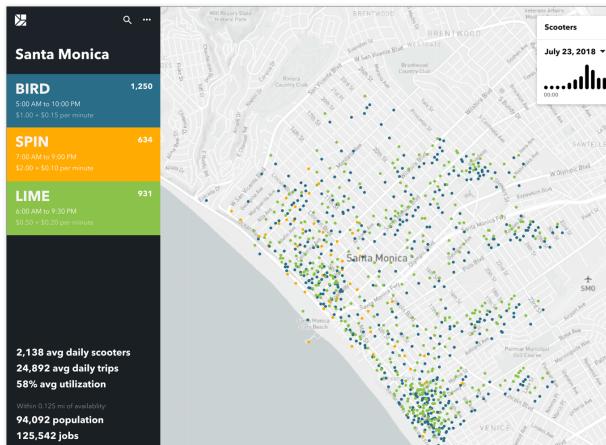


Figure 2: See how each service impacts your community



Figure 3: Create enforcement across providers

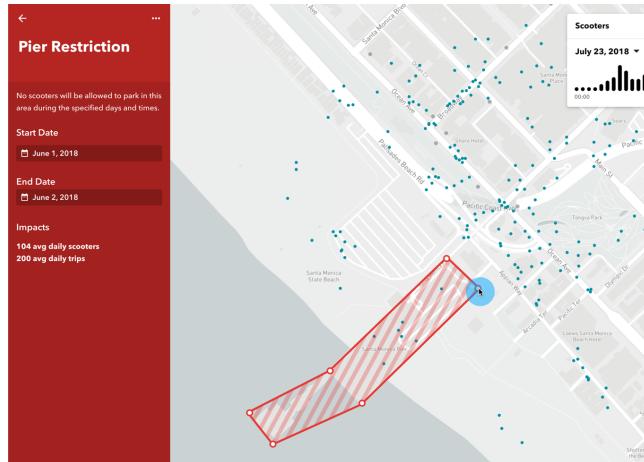
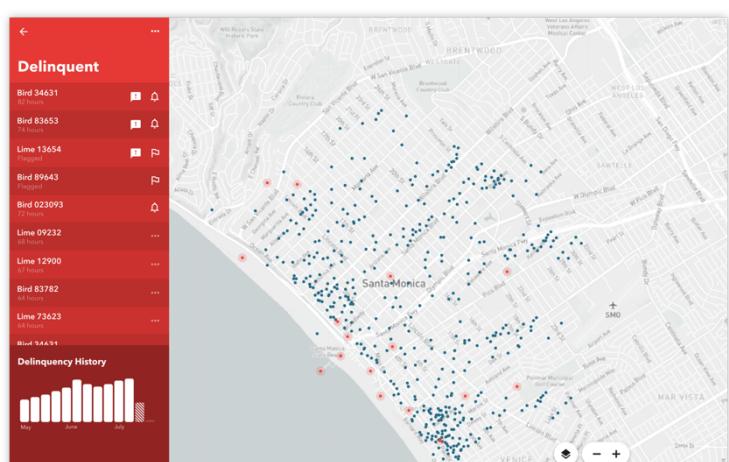


Figure 4: View and manage delinquent vehicles



The Remix for New Mobility Strategic Partnership Program

The goal of the Remix for New Mobility Strategic Partnership Program is to select an exclusive cohort of ~5 municipalities to pioneer Remix for New Mobility in guiding their policies around emerging mobility. We are interested in selecting forward-thinking departments, who want to be proactive about how new private players operate in shared street space.

How Los Angeles will benefit

Here are four clear ways that LADOT organization and staff will benefit from the Strategic Partnership Program:

1. **A new way to solve current challenges in LA's transportation planning process.** We believe that Remix for New Mobility will 1) bring together and visualize better data from multiple providers for LA in a single place, and 2) provide an accessible, easy-to-use environment to test new enforcement zones, and 3) help communicate the story of mobility data to other departments, third-party vendors, and the public, in line with LA's Strategic Implementation Plan.
2. **Opportunity to co-create and influence a new product.** It's not every day that a completely new tool emerges to change the way that an industry plans and operates. Remix has already proven transformative success with the first three products in the transit industry, Remix Planning (remix.com/planning), Remix Scheduling (remix.com/scheduling), and Remix Streets (remix.com/streets). In our first year of business, Remix was honored to receive 30+ press articles and recognition awards, and grew from 0 to 100 customers who helped co-create the product to what it is today – benefitting 300+ cities in 13 countries around the world (see remix.com/press). Now, the Remix team is ready to recreate that success again with mobility management, while partnering with ~5 initial customers to drive forward the change demanded by this industry.
3. **Early, unlimited product access.** We believe in the power of collaboration and do not ascribe to any "seat-based" models for software, as it further silos organizations. That's why we provide an unlimited number of logins for anyone within the LADOT organization, to do the work that the staff already has to do today.
4. **Premium Enterprise Customer Service.** Access to Remix transportation design and planning expertise on staff – including certified NACTO Trainers, transportation planners and engineers who have worked in consulting around the world for decades. Response to requests in 1 business day.

The 12-Month Program: Success Plan and Timeline

MONTH	PROGRAM PHASE	ACTIVITIES AND MILESTONES
October – November 2018	Phase 1:  Onboard	<p>Proposed Key Dates</p> <p>September</p> <ul style="list-style-type: none"> Sept. 18 – LADOT Conditional Use Permit Approval Sept. 20 - Remix integration meetings with Lime + Scoot (MDS) Sept. 26 - Remix integration meeting with Bird (MDS) Late Sept. – Kickoff – begin onboarding + product feedback! Late Sept. – Data policy article published (MDS) <p>October</p> <ul style="list-style-type: none"> Beginning of Oct – Press release with LADOT + Remix on MDS implementation Oct. 1-4 – Remix MDS event at NACTO Designing Cities Oct. 7 – Agreement on features that will be in Agency API October/November – vendors work with Remix to integrate data <p>Ongoing Activities</p> <ul style="list-style-type: none"> Kickoff Meeting + Goal Setting Hands-on Group Training: Remix Mobility 101 Individual 1:1 / Advanced Sessions (with Remix design + planning expertise) Identify and upload initial key datasets
December – August 2019	Phase 2:  Plan + Collaborate	<p>Proposed Key Dates</p> <ul style="list-style-type: none"> November – Summit on MDS best practices (cities + vendors) Dec. 15 – internal acceptance testing of Agency API (LADOT) Early Jan. – Anticipated Agency API staging / integration tests with vendors Mid Jan. – LA's full dockless permit goes live (LADOT) <p>Ongoing Activities</p> <ul style="list-style-type: none"> Complete Mobility Council: cohort of cities sharing best practices (webinars, workshops, policies) User Research: input and testing new features Influencing Remix Mobility roadmap and prioritization Continuous product development and improvements
September – October 2019	Phase 3:  Evaluate Results	<ul style="list-style-type: none"> Review LADOT dockless policies Case study on implementing MDS/agency API – policy + technical takeaways for the industry Determine revised scope of work for working together

Remix for New Mobility: Strategic Partnership Program

Business Terms

Date: September 17th, 2018. Preferential pricing is applicable until September 30, 2018.

Effective Date	October 1, 2018
Commitment Term	1 year
Remix Mobility License	<p>\$75,000 USD for 12 months (based on initial 3,000 dockless vehicles per company estimate) \$20,000 USD for 1 year strategic partnership program – no vehicle caps for term of agreement</p> <ul style="list-style-type: none"> • Remix licenses for an unlimited number of users within organization. • Software as a Service (SaaS): fully hosted, cloud-based web platform. • Dedicated Customer Success staff and enterprise support: response to requests in 1 business day. • To be invoiced by March 2019 • Remix will retrieve and store Mobility Data from Mobility Providers at the direction of the city. This data is owned by the city and will be treated as confidential by Remix. Upon contract termination, Remix will provide any city-owned data back upon request.
Data Platform Fee	<p>Possible per trip maintenance fees for mobility companies WAIVED, strategic partner</p> <ul style="list-style-type: none"> • Calibrate and upload key datasets • Provide ongoing mobility data loading and storage for real-time data analysis and trip aggregation; availability and accuracy of this data is determined on third-party compliance and performance
Marketing Terms	Willingness to work with Remix to develop a case study, mutually agreeable press release, ability to use Customer as a reference.
Early Customer Terms	Customer understands that this is an early customer version of the application that contains some mobility planning features but is not yet complete. There will be continuous improvements to the application based on feedback from the customer. Customer understands that sharing feedback to Remix is part of the early customer program.

This Services Agreement ("Agreement") is entered between Remix Software, Inc. ("Company"), and the Customer listed below ("Customer"), as of the Effective Date. This Agreement includes the above licenses and support (the "Services") and incorporates the above Pricing Summary as well as the Terms and Conditions available at www.remix.com/terms and contains, among other things, warranty disclaimers, liability limitations and use limitations. There shall be no force or effect to any different terms of any related purchase order or similar form even if signed by the parties after the date hereof.

Ilium Associates, Inc.

Signature: 
 Name: Carolyn Perez Andersen
 Title: President Date: 10/1/18

Remix Software, Inc

Signature: 
 Name: Tiffany Chu
 Title: Co-Founder Date: 10/2/18

Please complete Accounts Payable information legibly:

Billing Contact Name: Marcy McKenzie Email: marcy@ilium.com Phone: 425-646-6525